

Message Text

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PAGE 01 STATE 012967
ORIGIN NEA-10

INFO OCT-01 ISO-00 EB-07 COME-00 CIAE-00 INR-07 NSAE-00
/025 R

DRAFTED BY NEA/IRN:RWBEALES:MRC
APPROVED BY NEA/IRN:CWNAAS
-----200817Z 105487 /17

R 192306Z JAN 77
FM SECSTATE WASHDC
TO AMEMBASSY TEHRAN

UNCLAS STATE 012967

FOR WESTLEY FROM BEALES

E.O. 11652: N/A

TAGS: BDIS, BTRA, IR

SUBJECT: VISIT TO ATTEMPT TO RESOLVE COMMERCIAL
DISPUTE

1. HAVE RECEIVED FOLLOWING LETTER DATED JANUARY 19 FROM
GEORGE D. MEIXEL, MANAGER, WASHINGTON CORPORATE OFFICE
INGERSOLL-RAND COMPANY:

BEGIN QUOTE: DEAR MR. BEALES: THIS LETTER CONFIRMS OUR
RECENT CONVERSATIONS RELATING TO A PROBLEM WE ARE HAVING
IN RESOLVING ACCEPTANCE OF EIGHT GAS TURBINE-DRIVEN PUMPS
SUPPLIED TO THE NATIONAL IRANIAN OIL COMPANY (NIOC) FOR
THEIR AHWAZ TO REY PIPELINE.

AFTER INSTALLATION, OPERATING DIFFICULTIES WERE EXPERIENCED,
AND THE MAJOR SUPPLIERS, INGERSOLL-RAND (I-R) AND DETROIT-
DIESEL ALLISON (DDA) SUBSEQUENTLY AGREED TO UNDERTAKE
SPECIAL EFFORTS TO ASSIST IN PUTTING THIS EQUIPMENT INTO
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SUCCESSFUL OPERATION. I-R AND DDA BELIEVE THIS HAS BEEN
ACCOMPLISHED, AND THAT A PERFORMANCE TEST DEMONSTRATING
THIS FACT SHOULD BE STARTED, TERMINATING IN A FINAL

SETTLEMENT OF ALL OUTSTANDING COSTS AND EXPENSES. I-R'S
AND DDA'S POSITION ON THIS MATTER HAS RECENTLY BEEN
SUBMITTED IN A LETTER TO MR. A. M. ABRAHAMIAN, GENERAL

MANAGER, PIPELINE AND TELECOMMUNICATIONS OF NIOC.

NEXT WEEK, MESSRS. J. A. WIENDL AND C. R. HORTEN (OF I-R) AND MESSRS. L. E. RITTER AND E. O'LAUGHLIN (OF DDA) ARE TRAVELING TO TEHRAN TO SEE MR. ABRAHAMIAN TO PRESS OUR CASE. PRIOR TO SEEING MR. ABRAHAMIAN, THESE GENTLEMEN WOULD LIKE TO VISIT MR. DAVE WESTLEY, COMMERCIAL ATTACHE, AT THE U. S. EMBASSY IN TEHRAN, IN ORDER TO DESCRIBE THE SITUATION IN GREATER DETAIL AND OBTAIN WHATEVER COUNSEL HE MAY WISH TO OFFER. THEY EXPECT TO LEAVE THE USA ON JANUARY 20, AND WILL CONTACT MR. WESTLEY (PHONE 825091 OR 824001) ON JANUARY 22 OR 23.

IT IS MY UNDERSTANDING THAT YOU WILL CABLE INFORMATION CONCERNING THIS PENDING VISIT TO MR. WESTLEY IMMEDIATELY SO THAT HE WILL EXPECT TO SEE THESE GENTLEMEN ON THE 22ND OR 23RD OF JANUARY. END QUOTE.

2. APPRECIATE EMBASSY'S RENDERING APPROPRIATE ASSISTANCE TO VISITORS.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 19-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE012967
Document Source: CORE
Document Unique ID: 00
Drafter: RWBEALES:MRC
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770021-0239
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770135/aaaabfal.tel
Line Count: 84
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: a00208d4-c288-dd11-92da-001cc4696bcc
Office: ORIGIN NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 28-Sep-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3554887
Secure: OPEN
Status: NATIVE
Subject: VISIT TO ATTEMPT TO RESOLVE COMMERCIAL DISPUTE
TAGS: BDIS, BTRA, IR
To: TEHRAN
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/a00208d4-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009